



EAST WEST BANCORP

Nasdaq: EWBC

Company Profile and Investment Overview

November 10, 2010



Notice

Safe Harbor Statement

This presentation may include forward-looking statements that involve inherent risks and uncertainties. East West Bancorp, Inc. cautions readers that a number of important factors could cause actual results to differ materially from those in any forward-looking statements. These factors include economic conditions and competition in the geographic and business areas in which East West Bancorp and its subsidiaries operate, inflation or deflation, fluctuation in interest rates, legislation and governmental regulations, investigation of acquired banks and other factors discussed in the company's filings with the SEC.

Our Vision

To be recognized as the Premier Bridge between East and West, and acknowledged for delivering relationship driven financial solutions to an increasingly diverse and sophisticated customer base.

East West Today

- **Among the Top 50 Banks in the Nation**
- **Second Largest Independent Bank Headquartered in Southern California**
- **\$20 Billion in Total Assets**
- **Over 130 Branches Worldwide**
- **Strong Capital Position**
- **Solid Credit Indicators**
- **Strong Financial Results in 2010 Compared to Peers**

Who We Are

- **Only Asian-American Bank with Full Service Branches in China**
- **Bank of Choice for New Immigrant Chinese-Americans**
- **The Financial Bridge Between East and West**
 - ◆ Leading Market Share in Chinese American Market – **The East**
 - ◆ Growing Position in Key Mainstream Banking Markets – **The West**
- **Strong International Connection**
 - ◆ Assist clients in cross-border business and personal financial objects
 - ◆ Bridge customers to manufacturers, distributors and investors
- **Gateway to Asian Communities in U.S. for Mainstream Corporations**
 - ◆ Southern California Edison, Staples, Verizon, Caltech, Sempra Energy, Knott's Berry Farm Theme Park, LA Lakers among others sought East West to tap into Asian communities and partner in Green initiatives

Our Distribution Channel- Over 130 Branches

- One of the 50 largest banks in the nation
- Leading retail presence in Asian communities
- Commercial banking centers strategically located
- Exclusive in-store branches through 99 Ranch Markets, largest and fastest growing Asian supermarket chain
- Only Chinese-American focused bank with full service banking offices in U.S. and China

U.S. – 130 Branches:

California – 107 Branches:

Northern California – 34 Locations:

33 Full Service Branches

1 In-Store 99 Ranch Market Branch

Southern California – 73 Locations:

64 Full Service Branches

9 In-Store 99 Ranch Market Branches

New York – 8 Branches

Georgia – 5 Branches

Massachusetts – 3 Branches

Texas – 2 Branches

Washington – 5 Branches

Greater China – 9 Locations:

3 Full Service Branches -

Hong Kong, Shanghai and Shantou

Representative Offices -

Beijing, Shanghai, Guangzhou, Shenzhen, and Taipei

East West Bank Milestones

First S&L Serving Chinese-American Market in Southern California

Exceeded \$1 Billion in Assets

Initiated Management Led Buyout Trading on NASDAQ

Exceeded \$100 Million in Net Income

Well Positioned for Growth and Expansion

1973

1980's-1990's

1991

1995

1998-1999

2000-2007

2008

2009

2010

Expansion of Branch Network in California

Converted to a State Chartered Commercial Bank

Complemented Organic Growth with Acquisition Activities

Reached \$20 Billion in Total Assets to be One of the Top 50 Banks in the Nation



Successful Acquisition History

First Central Bank
\$108 Mil Assets

Prime Bank
\$108 Mil Assets

Trust Bank
\$235 Mil Assets

Standard Bank
\$898 Mil Assets

**United
Commercial Bank**
\$9.9 Bil Assets

1999

2000

2001

2003

2004

2005

2006

2007

2009

2010

**American
International Bank**
\$199 Mil Assets

**Pacific
Business Bank**
\$165 Mil Assets

**United
National Bank**
\$948 Mil Assets

**Desert
Community Bank**
\$532 Mil Assets

**Washington
First Int'l Bank**
\$493 Mil Assets



FDIC-Assisted Acquisition of WFIB

- **East West acquired Washington First International Bank (WFIB) in an FDIC-assisted transaction that closed on June 11, 2010**
 - Purchased approximately \$493 million in assets at a discount of 15.9%
 - Purchased \$314 million of loans, net of fair value adjustments
 - Assumed \$396 million of deposits
- **FDIC Loss Share Agreement**
 - FDIC covers 80% of losses on acquired loans and other real estate owned
- **Integration of WFIB and full system integration completed**
- **Acquisition Summary**
 - Expands East West's operations in the greater Seattle area
 - Positions East West as the largest Asian-American bank in Washington
 - Estimated accretion to earnings of \$0.04 to \$0.05 per share annually

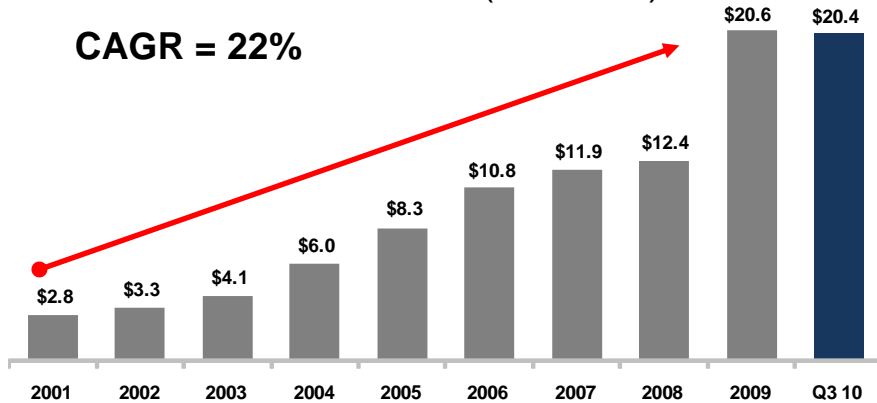
FDIC-Assisted Acquisition of UCB

- **East West acquired United Commercial Bank (UCB) in an FDIC-assisted transaction that closed on November 6, 2009**
 - Purchased \$5.90 billion of loans, net of a fair value discount of 22%
 - Assumed \$6.53 billion of deposits
- **UCB China Bank included in the transaction**
- **FDIC Loss Share Agreement**
 - FDIC covers 80% of losses up to \$2.05 billion
 - FDIC covered 95% of losses above \$2.05 billion
- **East West raised \$500 million in capital in conjunction with the acquisition**
- **Integration of UCB and full systems integration completed**
- **Acquisition Summary**
 - Largest acquisition in history of East West
 - Expanded East West's presence in northern California and nationwide

Strong Growth and Performance

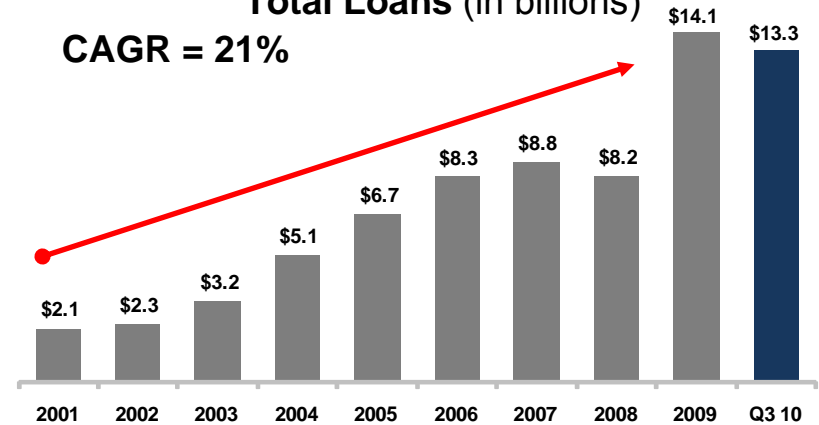
Total Assets (in billions)

CAGR = 22%



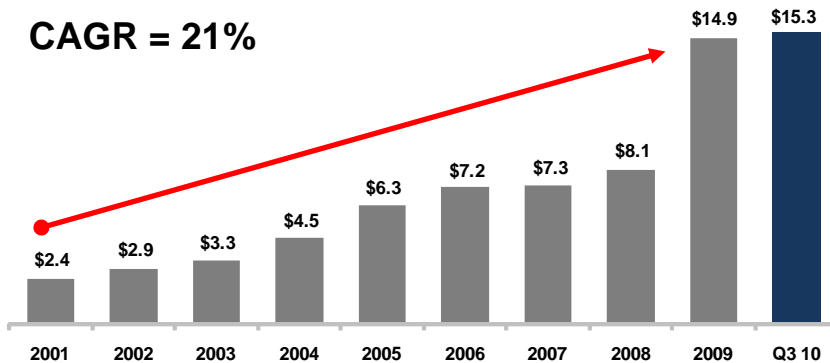
Total Loans (in billions)

CAGR = 21%



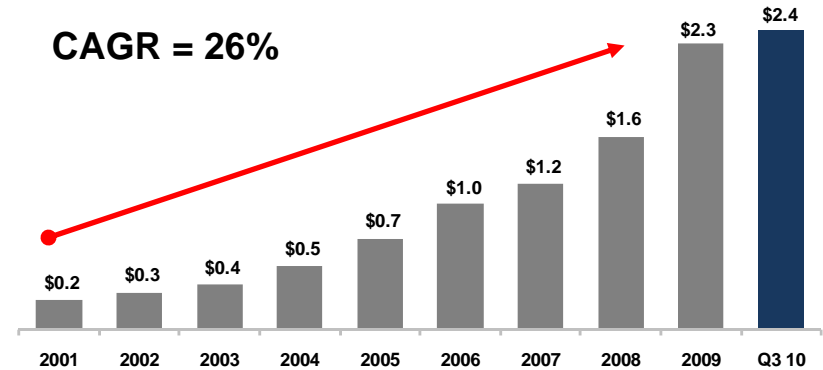
Deposits (in billions)

CAGR = 21%



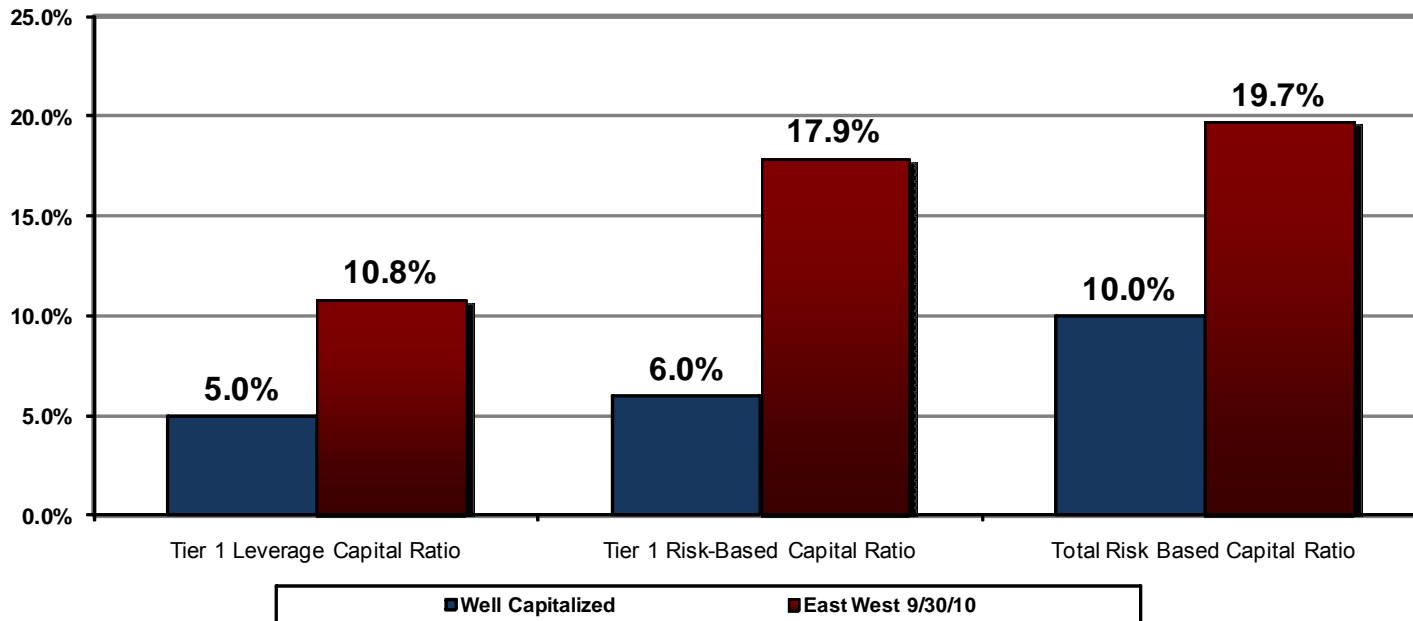
Stockholders' Equity (in billions)

CAGR = 26%



Strong Capital

- East West's Capital Levels are Among the Highest in the Nation
- Under all Regulatory Guidelines, East West has Excess Capital above the "Well Capitalized" Requirement of Over \$1 Billion



Third Quarter 2010 Highlights

- **Net Income increased 29% from Q2 2010 to \$47.0 Million**
 - ▶ Return on average assets totaled 0.93% compared to a peer average of 0.54
- **EPS of \$0.27 and Beat Wall Street Expectations of \$0.21 EPS**
- **Nonperforming Assets to Total Assets Under 1.00% at 0.96%**
 - ▶ The comparable average peer ratio was 2.56%*
- **Provision for Loan Losses Decreased 30% & Charge-offs Decreased 18%**
 - ▶ Our annualized charge-off rate was 1.32% for Q2 2010 compared to a peer average of 1.76%*
- **Operating expenses, excluding FDIC reimbursable amounts, declined 10%**
- **Core deposits grew to a record \$8.5 billion**
- **Cost of funds decreased 6 basis points to 1.11%**
- **Non-covered Commercial & Industrial Loans increased 11% to \$1.7 billion**

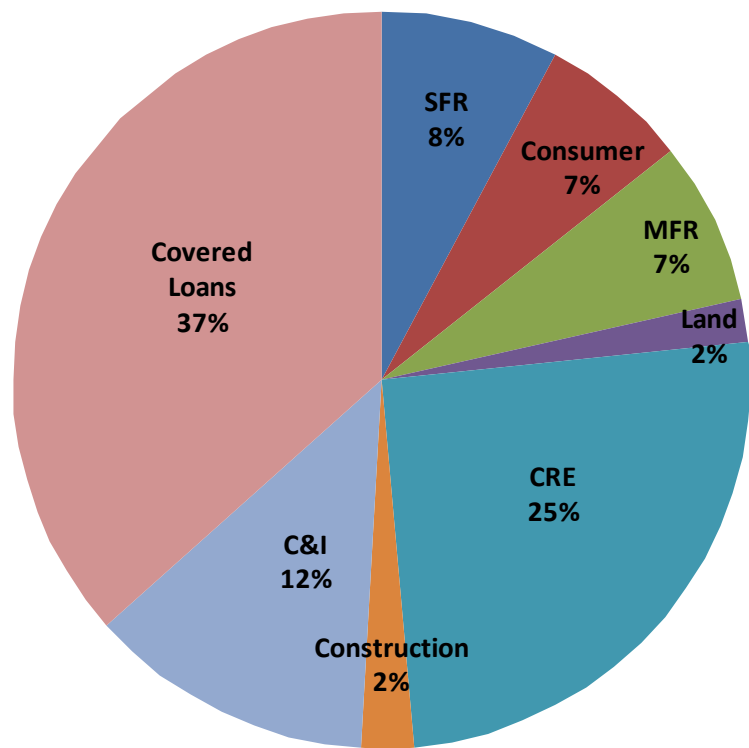
* Peer Banks include public commercial banks in California with total assets between \$3 bil and \$25 bil, excluding PCBC who had not released earnings as of 10/29/2010.

Key Focus for Remainder of 2010 and Beyond

- **Building fee-based business lines, such as foreign exchange and cash management**
- **Strengthening C&I lending infrastructure and sales platform**
- **Growing core deposits and improving deposit mix**
- **Maintaining low NPA/total assets and total delinquency ratios**
- **Increase profitability and expand market footprint**
- **Remain disciplined on expense management**

Loan Portfolio & Credit Quality

Loan Portfolio at September 30, 2010



Total Loans

(In millions)

	9/30/10	12/31/09
C&I	\$ 1,696	\$ 1,513
Construction	317	458
CRE	3,426	3,606
Land	260	370
Multifamily	971	1,026
Single Family	1,060	931
Consumer	886	625
Covered Loans (UCB & WFIB)	4,976	5,598
Total Loans	\$ 13,592	\$ 14,127



Credit Quality Composition

As of September 30, 2010

Non-covered Loans

(Dollars in millions)

Loan Type	Outstanding Balance	Nonaccrual Loans	NAL % of Outstanding Loans
C&I	\$ 1,696	\$ 27	1.6%
Construction	317	23	7.3%
CRE	3,426	59	1.7%
Land	260	47	18.1%
Multifamily	971	17	1.8%
Single Family	1,060	5	0.5%
Consumer	886	1	0.1%
Total	\$ 8,616	\$ 179	2.1%



Key Credit Indicators

(Dollars in millions)

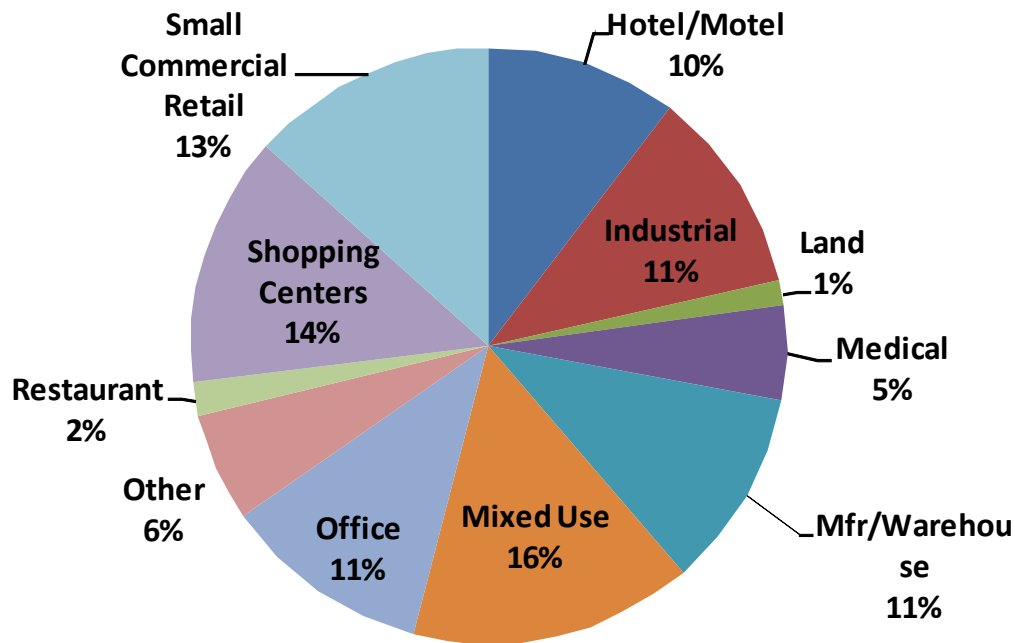
	9/30/2010	12/31/2009
Total NPA	\$ 196.3	\$ 187.0
NPA to total assets	0.96%	0.91%
Nonaccrual loans to total loans	1.32%	1.23%
ALL to non-covered nonaccrual loans	133.95%	137.9%
ALL to total gross non-covered loans*	2.89%	2.80%

Credit Costs

Quarterly Annualized Charge-off %	1.32%	4.36%
Quarterly Provision for Loan Losses	\$ 38.6	\$ 140.0

* Excludes covered loans

Diversified Commercial Real Estate Portfolio



As of 9/30/10
(Non-covered CRE Loans)

Loan Balance	\$3.4 Bil
Average Loan Size	\$1.3 Mil
Average LTV	53%*
Average DCR	2.0x
Average Seasoning	4 Yrs

*Based on original appraisal

CRE Portfolio

- CRE concentration reduced to 25% of total portfolio as of September 30, 2010
- East West no longer meets the FFIEC high CRE concentration definition
 - ▶ CRE, Construction, Land, and MFR to total capital at 177% - under 300% FFIEC threshold
 - ▶ Construction and Land loans to total capital at 23% - under 100% FFIEC threshold
- As of September 30, 2010:
 - ▶ Non-accrual CRE to CRE = 1.74%
 - ▶ 30-89 day delinquent CRE to CRE = 0.54%
 - ▶ Q3 2010 charge-offs of CRE = 0.55%*

* Annualized

CRE Loans by LTV Distribution

- Only 5% of Portfolio with LTV greater than 75%
- Weighted Average LTV is 53%*

As of September 30, 2010
(Dollars in millions)

CLTV Distribution	# of Loans	Balance	% Of Total	Cumulative % Of Total
Less than 50%	1,258	\$ 1,246	36%	36%
50% TO 55%	305	390	11%	47%
55% TO 60%	418	529	16%	63%
60% TO 65%	371	621	18%	81%
65% TO 70%	189	278	8%	89%
70% TO 75%	88	214	6%	95%
75% TO 80%	17	26	1%	96%
80% AND ABOVE	37	122	4%	100%
Total Loans	2,683	\$ 3,426	100%	

* Based on original appraisal.

CRE Loans by Maturity

- Over 57% of all CRE loans do not mature until 2015 or thereafter

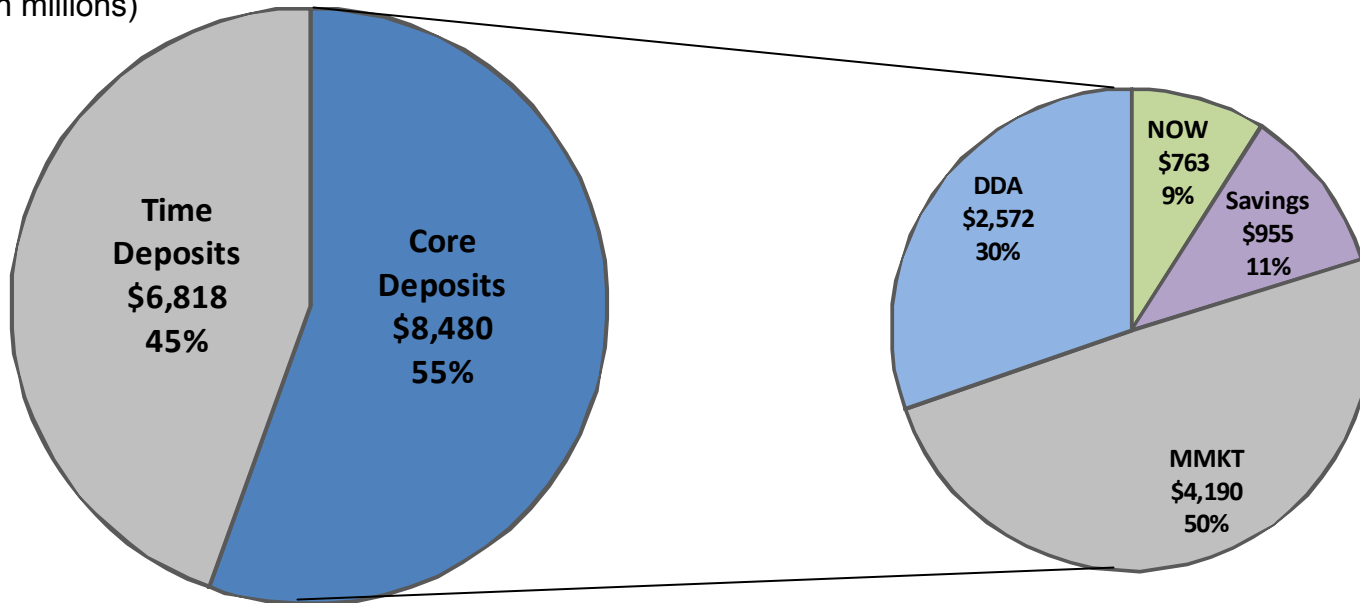
As of September 30, 2010
(Dollars in millions)

Maturity Year	# of Loans	Balance	% Of Total	Cumulative % Of Total
2010	37	\$ 143	4%	1%
2011	108	228	7%	11%
2012	96	205	6%	17%
2013	193	261	8%	25%
2014	470	611	18%	43%
2015	505	583	17%	60%
2016	412	480	14%	74%
2017 AND BEYOND	862	916	26%	100%
Total Loans	2,683	\$ 3,500	100%	

Strong Deposit Growth

- Core Deposits grew to a record \$8.5 billion in the third quarter of 2010
- Total deposits increased \$378 million during the third quarter of 2010 primarily due to organic growth
- Cost of Deposits continued to decrease down to 0.75% for the third quarter of 2010 from 0.80% during the second quarter of 2010

(Dollars in millions)



Summary

- Strengthened position as the leading Asian-American bank
- Financially bridge Asian and mainstream customers
- Strong balance sheet: strong capital and reserves
- Focusing on growing core earnings and fee income
- Large California, domestic, and China growth opportunity
- Only Asian-American focused bank with full service banking offices in U.S. and China



Thank You